

Message Text

UNCLASSIFIED

PAGE 01 STATE 298847

70

ORIGIN COME-00

INFO OCT-01 AF-08 ISO-00 EB-07 /016 R

DRAFTED BY COM/SAD/MCLEVELAND/POM

APPROVED BY EB/OCA/CM/WHALL

COM/SAD/RGOOTENBERG

COM/SA/SMILLER

COM/EM/EOLSEN

AF/EPS/LWHITE (PHONE)

----- 049876

P R 082254Z DEC 76

FM SECSTATE WASHDC

TO AMCONSUL JOHANNESBURG PRIORITY PRIORITY

AMEMBASSY KHARTOUM PRIORITY

AMEMBASSY NAIROBI PRIORITY

AMCONSUL CAPE TOWN PRIORITY

INFO AMEMBASSY LAGOS

UNCLAS STATE 298847

E.O. 11652: NA

TAGS: BEXP, XJ, XA

SUBJECT: WORLD TRADE CLUB OF WICHITA IOGA TRADE

MISSION

REF: A(STATE 274531, B) KHARTOUM 3322, C) NAIROBI 13185,

D) LAGOS 13009

1. THE WORLD TRADE CLUB OF WICHITA AGRI-BUSINESS IOGA
TRADE MISSION PROPOSES A REVISED ITINERARY AS FOLLOWS:
NAIROBI, FEB. 16, 17, 18; KHARTOUM, FEB. 21-25 (FIVE WORK-
ING DAYS AS SUGGESTED REFTTEL); WITH MISSION MEMBERS
CONTINUING TO JOHANNESBURG AND CAPETOWN FEB. 28-MAR. 4, AS
PRIVATE BUSINESS GROUP. NIGERIA DROPPED FROM ITINERARY
DUE TO SCHEDULING CONFLICTS IN FEB./MARCH PERIOD.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 298847

2. TEN FIRMS CONFIRMED AS MISSION PARTICIPANTS TO DATE;

ALL SHARE INTEREST IN ESTABLISHING REPRESENTATION AND DIRECT SALES. MISSION MEMBERS AND PRODUCTS AS FOLLOWS: EUGENE KNUTSON, DIR. OF INT'L MKTG., HESSTON CORP., HESSTON, KS.--HI-POWERED WINDROWERS, HARVESTING EQUIP., SPREADERS, BALERS;

D.TEICHGRAIBER, PRES., INT'L PETROLEUM SERVICES, EL DORADO--IRRIGATION SYSTEMS; WAYNE LAMER, DIR. OF INT'L MKTG., RICKEL MFG., KANSAS CITY--HIGHLY MECHANIZED FERTILIZER SPREADERS; GARY CULLOR, PRES., CULLOR, INC., FT. SCOTT--CATTLE,LIVESTOCK CARE EQUIP.; RODNEY GOODWIN, DIR. OF INT'L MKTG., TEC-TANK, INC., PARSONS--BULK STORAGE TANKS FOR ALL CROP AND FERTILIZER STORAGE- ELBERT J. GUYER, PRES., MO-RIDGE MFG., MOUNDRIDGE-- GRAIN DRYERS; ORLAND CROOKS, PRES., SPEED-KING, DODGE CITY--GRAIN AND FERTILIZER CONVEYING EQUIP., FARM ELEVATORS; FRANK TERSCHAN, V.P. INT'L DIV.(PASADENA,CA CORP.HDQRS.), ROYAL IND., HUTCHINSON DIV., HUTCHINSON, KS.--OFFSET,HARROWS, DISCS, TILLAGE EQUIP.; KENT PARIS, V.P. INT'L, IMCO,INC., NEODESHA,KS.--GROUND PREPARATION, TILLAGE, CULTIVATION EQUIP.; DAVID SEATON, PRES., SEATON INT'L, NEODESHA,KS.--EMC REPRESENTING TWO FIRMS: (1) HEAVY DUTY GROUND CLEARING EQUIP. (2) SPECIAL CULTIVATORS, TILLAGE EQUIP.

3. MISSION ADVANCE TEAM WILL BE: ROBERT J. BUCALO, INT'L TRADE SPECIALIST, COMMERCE WICHITA SATELLITE OFFICE, AND JIM JOHNSON, KURDIAN INT'L TRANSPORT, WICHITA, KS., WHO IS TRADE MISSION PROGRAM DIRECTOR OF WICHITA WORLD TRADE CLUB. BUCALO DEVELOPED THIS IOGA AND HAD ADVANCED SEVERAL PREVIOUS MISSIONS. ADVANCE TRIP TENTATIVELY SET AS FOLLOWS: NAIROBI, JAN.10-14; KHARTOUM JAN.17-21. JIM JOHNSON WILL CONTINUE TO JOHANNESBURG AND CAPE TOWN JAN.24-28 TO ASSIST IN ARRANGING APPOINTMENTS FOR PRIVATE BUSINESS GROUP VISIT TO THESE POSTS.

4. JIM JOHNSON WILL SERVE AS DEPUTY MISSION DIRECTOR AND "HEAD" OF BUSINESS GROUP IN JOHANNESBURG AND CAPE TOWN TO ENSURE THAT ALL FIRMS KEEP APPOINTMENTS,ETC. MISSION DIRECTOR WILL BE SHELBY SMITH, LT. GOVERNOR, STATE OF UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 298847

KANSAS.

5. MISSION BROCHURES WILL BE PRINTED IN U.S. AND HAND-CARRIED BY ADVANCE TEAM.

6. POSTS REQUESTED COMMENT SOONEST ON ACCEPTABILITY OF IOGA TRADE MISSION'S REVISED ITINERARY.

7. REF.PARA.1- HOWEVER, IN EVENT OF CANCELLATION OF ONE
OF SCHEDULED EVENTS IN NIGERIA, WICHITA WOULD LIKE TO BE
CONSIDERED AS ALTERNATE EVENT.

8. FOR INFORMATION JOHANNESBURG AND CAPE TOWN, REFTEL A.
PROPOSED AN IOGA TRADE MISSION TO VISIT SUDAN/NIGERIA/
KENYA IN APRIL 1977 WITH AGRI-BUSINESS THEME OFFERING

AGRICULTURAL TECHNOLOGY, EQUIPMENT AND MACHINERY. POSTS
WERE REQUESTED TO COMMENT BRIEFLY ON MARKET POTENTIAL
FOR PROPOSED THEME AND ABILITY TO SUPPORT TRADE MISSION. ROBINSON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE298847
Document Source: CORE
Document Unique ID: 00
Drafter: SAD/MCLEVELAND/POM
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760454-0300
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761260/aaaacafy.tel
Line Count: 126
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 KHARTOUM 3322, 76 NAIROBI 13185
Review Action: RELEASED, APPROVED
Review Authority: wolfsd
Review Comment: n/a
Review Content Flags:
Review Date: 24 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 MAY 2004 by hattaycs>; APPROVED <13 AUG 2004 by wolfsd>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WORLD TRADE CLUB OF WICHITA IOGA TRADE MISSION
TAGS: BEXP, XJ, XA
To: JOHANNESBURG KHARTOUM NAIROBI MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006